DORAL Full Flavor, Full Flavor Menthol and Lights Box

Direct Account Fact Sheet - Live Product

Introductory Allowances - Live Product

An introductory promotional payment of **$5 per 6M case** will be available on all DORAL Full Flavor Box, Full Flavor Menthol and Lights Box allocated and shipped between March 11 and April 5, 1996. This promotional payment will be deducted from invoice. Credit-worthy customers will receive an additional 14 days to the regular terms on allocated purchases.

An additional **$10 per 6M case** will be available on all DORAL Full Flavor, Full Flavor Menthol and Lights Box allocated and shipped from the direct account to retail between March 11 and April 5, 1996. A one-time payment will be made to the direct account on product that was shipped to retail. Payments will be issued by RJR to the direct account.

Ordering

First Ship Date: March 11, 1996

Pricing

DORAL Box styles will only be available in 6M cases. List prices and terms will be the same as current styles of DORAL.

	List Price	Carton	6M Case
DORAL Full Flavor Box	$43.95/M	$8.79	$263.70
DORAL Full Flavor Menthol	$43.95/M	$8.79	$263.70
DORAL Lights Box	$43.95/M	$8.79	$263.70

Product Dimensions & Weights

	Length	Width	Height	Cube (ft.)	Weight
Pack	2.2047"	0.9055"	3.4055"	.004	.933 oz.
Carton	11.125"	1.875"	3.4375"	.041	10.13 oz.
6M Case	17.375"	11.3125"	11.125"	1.265	19.8 lbs.

UPC Information

	DORAL FF 83 Box	DORAL FF Menthol 83 Box	DORAL Lt 83 Box
Pack	12300-84099	12300-23283	12300-84199
Carton	12300-84013	12300-23284	12300-84113
6M Case	12300-84006	12300-23285	12300-84106

R. J. REYNOLDS TOBACCO COMPANY

51849 2638

Source: https://www.industrydocuments.ucsf.edu/docs/zhfy0000

R J Reynolds Tobacco Company
P. O. BOX 2955
Winston-Salem, North Carolina 27102

RJR.... *Standing up for America's* **45 *million*** *adult smokers*

1210 05A 1529976696
1210 363720
PINE LESSER & SONS
121 LAKEVIEW AVE
CLIFTON, NJ 07011

CHECK NUMBER: 5A 1529976696
CHECK DATE: 02-01-96

6

INVOICE NUMBER	GROSS	NET AMOUNT	INVOICE NUMBER	GROSS	NET AMOUNT
9803115299766	599.20	599.20			

DIVISION 1210 ACCOUNT #363720

TEMPORARY PAYMENTS (1 ITEM)
DISPLAY ASSEMBLY 599.20

****
BLACKLINED AND STICKERED 1282 CTNS, VAP. WOLFE

R J REYNOLDS TOBACCO COMPANY PAYMENT NET CHECK AMOUNT 599.20

RT Form APC010 Rev. 5/90

DETACH THIS STUB BEFORE DEPOSITING CHECK

R J Reynolds Tobacco Company
P. O. BOX 2955
Winston-Salem, North Carolina 27102

WACHOVIA BANK OF NORTH CAROLINA, N.A.
ASHEVILLE, NORTH CAROLINA
66-35/531

5A 1529976696
CHECK NO.

DATE
02-01-96

PAY EXACTLY
$********599.20

PAY FIVE-HUNDRED-NINETY-NINE DOLLARS AND 20 CENTS

TO THE ORDER OF
1210 363720
PINE LESSER & SONS
121 LAKEVIEW AVE
CLIFTON, NJ 07011

AUTHORIZED SIGNATURE

51849 2639

⑈5299766961⑈ ⑆053100355⑆010459 038032⑈

Source: https://www.industrydocuments.ucsf.edu/docs/zhfy0000

N1210XX TEMPORARY PAYMENT DETAIL REPORT 01/30/96

OUNT NUMBER: 363720
UCHER NUMBER: 15299766
ATE WRITTEN: 01/30/96
STATUS: PAID
AMOUNT PAID: 599.20

PINE LESSER & SONS
121 LAKEVIEW AVE
CLIFTON , NJ 7011

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	21.40	599.20

EXPLANATION: BLACKLINED AND STICKERED 1282 CTNS, VAP. WOLFE

51849 2640

Source: https://www.industrydocuments.ucsf.edu/docs/zhfy0000

WORK PLAN VOUCHER REQUEST
4th Quarter 1995

USE ONE VOUCHER FORM FOR EACH PROMOTION (Please Print)

Division: 1240 Date: 1/25/96

RJR Personnel: L.T. Wolfe Signature: L.T. Wolfe

Jobber Name: Pine Tobacco Signature: Donald C. Jesse

Account #: 301-418-3210 Check Mailed: ☑ Division Office ☐ Jobber

363720 * * * * D P C * * * *

Promotion:	Rate	Units	Payment	Comments
SEL OCT.30VPR DP	$0.60	X	=	1282 of stickering product
SEL OCT DPC $5	$5.00	X	=	
SEL OCT DPC $7	$7.00	X	=	
DOR NOV .25 DPC VPR	$0.25	X	=	
DOR NOV DPC $5	$5.00	X	=	
DOR NOV DPC $7	$7.00	X	=	
SAL DPC $5	$5.00	X	=	
SAL DPC $7	$7.00	X	=	
		X	=	
			TOTAL	

* * * * V A P * * * *

Display Assembly	Rate	Units	Payment	Comments
Select B2G2F		X	=	
Camel 3-pack Cap		X	=	
Doral B2G1F		X	=	
		X	=	
Sales Rep Pick Up (Black line & stickering)	28.00	X 21.4	= 599.20	Black lines & Stickers 1282 ctns
			TOTAL	

* * * * Temporary Payment System * * * *

Promotion:	Rate	Units	Payment	Comments
S 95 CMF DISC	$1.00	X	=	
W 95 CMF DISC	$1.00	X	=	
WS 95 CMF DISC	$1.00	X	=	
C 95 CMF DISC	$1.00	X	=	
SEL FF100 BOX .40VPR	$0.40	X	=	
SAL .25 PR. RED	$0.25	X	=	
		X	=	
		X	=	
			TOTAL	

51849 2641

DATA\FORMS\VOUCHER4.XLS

Source: https://www.industrydocuments.ucsf.edu/docs/zhfy0000